

28 FEB 1996

For Six Month Period Ending _____
(Insert date)

Name of Registrant

Hogan & Hartson, L.L.P.

Registration No.

2244

Business Address of Registrant

555 13th Street, N.W.
Washington, D.C. 20004

I—REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual: Not Applicable

| | | |
|-----------------------|------------------------------|-----------------------------|
| (1) Residence address | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (2) Citizenship | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (3) Occupation | Yes <input type="checkbox"/> | No <input type="checkbox"/> |

(b) If an organization:

| | | |
|--------------------------|------------------------------|--|
| (1) Name | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (2) Ownership or control | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (3) Branch offices | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |

2. Explain fully all changes, if any, indicated in item 1.

Not Applicable

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☒ No ☐

If yes, furnish the following information: See Rider A

Name

Position

Date Connection
Ended

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INTERNAL SECURITY
SECTION
REGISTRATION UNIT

CB

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
 Yes ☒ No ☐

If yes, furnish the following information: See Rider B

| <i>Name</i> | <i>Residence Address</i> | <i>Citizenship</i> | <i>Position</i> | <i>Date Assumed</i> |
|-------------|------------------------------|--------------------|-----------------|-------------------------|
|-------------|------------------------------|--------------------|-----------------|-------------------------|

5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?
 Yes ☒ No ☐

If yes, identify each such person and describe his services.

Alexander A. Dubitsky. Mr. Dubitsky is engaged in the general practice of law and renders legal advice and representation to some of registrant's foreign principals.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes ☒ No ☐

If yes, furnish the following information: See Rider C

| <i>Name</i> | <i>Position or connection</i> | <i>Date terminated</i> |
|-------------|-------------------------------|------------------------|
|-------------|-------------------------------|------------------------|

7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes ☐ No ☒

If yes, furnish the following information:

| <i>Name</i> | <i>Residence Address</i> | <i>Position or connection</i> | <i>Date connection began</i> |
|-------------|------------------------------|-----------------------------------|----------------------------------|
|-------------|------------------------------|-----------------------------------|----------------------------------|

II—FOREIGN PRINCIPAL

(PAGE 3)

8. Has your connection with any foreign principal ended during this 6 month reporting period?

Yes ☒

No ☐

If yes, furnish the following information: See Rider J

Name of foreign principal

Date of Termination

9. Have you acquired any new foreign principal¹ during this 6 month reporting period?

Yes ☒

No ☐

If yes, furnish following information:

Name and address of foreign principal

Date acquired

Cervecerias del Baru

9/5/95

Elbim Bank

2/16/96

10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

See Rider D

III—ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

See Rider E

¹The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?
 Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

See Rider F

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes ☐ No ☒

If yes, describe fully.

²The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

| <i>Date</i> | <i>From Whom</i> | <i>Purpose</i> | <i>Amount</i> |
|-------------|------------------|----------------|---------------|
|-------------|------------------|----------------|---------------|

See Rider G

Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes ☐ No ☒

If yes, furnish the following information:

| <i>Name of foreign principal</i> | <i>Date received</i> | <i>Description of thing of value</i> | <i>Purpose</i> |
|--------------------------------------|--------------------------|--|----------------|
|--------------------------------------|--------------------------|--|----------------|

³A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

⁴Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) **DISBURSEMENTS—MONIES**

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

(2) transmitted monies to any such foreign principal? Yes ☐ No ☒

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

| <i>Date</i> | <i>To Whom</i> | <i>Purpose</i> | <i>Amount</i> |
|-------------|----------------|----------------|---------------|
|-------------|----------------|----------------|---------------|

See Rider H

Total

15. (b) **DISBURSEMENTS—THINGS OF VALUE**

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

| <i>Date disposed</i> | <i>Name of person to whom given</i> | <i>On behalf of what foreign principal</i> | <i>Description of thing of value</i> | <i>Purpose</i> |
|--------------------------|---|--|--|----------------|
|--------------------------|---|--|--|----------------|

(c) **DISBURSEMENTS—POLITICAL CONTRIBUTIONS**

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes ☒ No ☐

If yes, furnish the following information:

| <i>Date</i> | <i>Amount or thing of value</i> | <i>Name of political organization</i> | <i>Name of candidate</i> |
|-------------|-------------------------------------|---|------------------------------|
|-------------|-------------------------------------|---|------------------------------|

See Rider I

V—POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes ☒ No ☐

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

Government of Ontario

⁵Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda? Yes ☐ No ☒

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following:

☐ Radio or TV broadcasts ☐ Magazine or newspaper articles ☐ Motion picture films ☐ Letters or telegrams
☐ Advertising campaigns ☐ Press releases ☐ Pamphlets or other publications ☐ Lectures or speeches

☒ Other (specify) Memo re: Government of Ontario comments on potential lumber agreement

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups:

☐ Public Officials ☐ Newspapers ☐ Libraries
☐ Legislators ☐ Editors ☐ Educational institutions
☒ Government agencies ☐ Civic groups or associations ☐ Nationality groups
☐ Other (specify) _____

21. What language was used in this political propaganda:

☒ English ☐ Other (specify) _____

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? Yes ☒ No ☐

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes ☒ No ☐

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? Yes ☐ No ☐ Not Applicable

VI—EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A⁶ Yes ☒ No ☐
Exhibit B⁷ Yes ☒ No ☐

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes ☒ No ☐

If yes, have you filed an amendment to these exhibits? Yes ☒ No ☐ Amendment enclosed

If no, please attach the required amendment.

⁶The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

⁷The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period. Yes ☐ No ☐

Not Applicable

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and / of the supplemental statement?

Yes ☐ No ☐ Not Applicable

If no, list names of persons who have not filed the required statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

(Type or print name under each signature)

Mark S. McConnell

Mark S. McConnell

District of Columbia, SS

Subscribed and sworn to before me at *555-15th St., N.W. Wash. D.C. 20014*

this *28th* day of *March*, 19 *92*

Carol L. Hedgpeth
Notary Public, District of Columbia
My Commission Expires Dec. 14, 1996

Carol L. Hedgpeth
(Signature of notary or other officer)

⁸The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

UNITED STATES DEPARTMENT OF JUSTICE
REGISTRATION UNIT
CRIMINAL DIVISION
WASHINGTON, D.C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form CRM-154, formerly Form OBD-64 - Supplemental Statement):

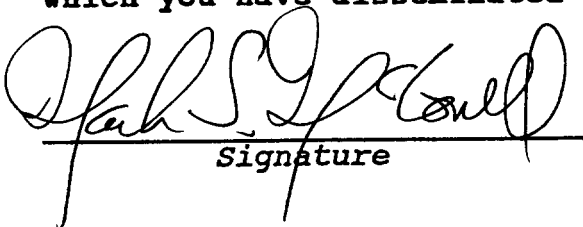
Yes _____ X (See Rider K) or No _____

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

Yes _____ or No _____

(If your answer to question 2 is "yes" please forward for our review copies of all such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)


Signature

28 Mar 96
Date

Mark S. McConnell

Please type or print name of signatory on the line above

Partner
Title

**Supplemental Statement of
Hogan & Hartson L.L.P.
for Period Ended February 28, 1995**

Rider A

Response to Question 3

The following persons terminated their connection with the registrant during this period:

| <u>NAME</u> | <u>POSITION</u> | <u>DATE CONNECTION ENDED</u> |
|----------------------|-----------------|----------------------------------|
| James R. Laramie | Counsel | 10/31/95 |
| Beth L. Rubin | Counsel | 11/15/95 |
| Steven L. Wolfram | Counsel | 12/31/95 |
| David F. Grady | Partner | 12/31/95 |
| Robert R. Liebenluft | Partner | 12/31/95 |
| Thomas F. O'Neil | Partner | 12/8/95 |
| Daniel B. Kohrman | Counsel | 2/9/96 |

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**Supplemental Statement of
Hogan & Hartson L.L.P.
for Period Ended February 28, 1996**

Rider B

Response to Question 4

The following persons have become partners of the registrant during this period:

| <u>NAME</u> | <u>RESIDENCE ADDRESS</u> | <u>CITIZENSHIP</u> | <u>DATE ASSUMED</u> |
|---------------------------------------|---|--------------------|-------------------------|
| Alan F. Cariddi | 1 rue du Marechal Harispe 75007 Paris France | US | 12/1/95 |
| Dirk Lontings (Counsel) | Leeuwerikenlaan 76 3080 Tervuren, Belgium | Belgian | 12/1/95 |
| Bruce C. Mee | 10 ter rue d'Alsace 78100 Saint-Germain-en-Laye | US | 12/1/95 |
| Fabrice L. Rue | 6 rue Guy de Maupassant 75116 Paris France | French | 12/1/95 |
| John F. Dienelt | 3422 Garfield St., N.W. Washington, D.C. 20007 | US | 1/1/96 |
| Ellen R. Lokker | P.O. Box 102 Flint Hill, Virginia 22627 | US | 1/1/96 |
| Neil A. Simon | 3524 Albemarle St., N.W. Washington, D.C. 20008 | US | 1/1/96 |
| Eric B. Wulff | 7744 Bridle Path Lane McLean, Virginia 22071 | US | 1/1/96 |
| John Borkowski | 5340 Pitt Street New Orleans, LA 70115 | US | 1/1/96 |
| Alexander A. Dubitsky (Counsel) | 4849 Connecticut Ave., N.W. Washington, D.C. 20008 | Russian | 1/1/96 |

Hogan & Hartson L.L.P
Rider B (Continued)

| <u>NAME</u> | <u>RESIDENCE ADDRESS</u> | <u>CITIZENSHIP</u> | <u>DATE ASSUMED</u> |
|--------------------------------------|--|--------------------|-------------------------|
| Robert B. Duncan | 1612 Featherwood St. Silver Spring, MD 20902 | US | 1/1/96 |
| Douglas A. Fellman | 2919E South Woodstock St. Arlington, VA 22206 | US | 1/1/96 |
| Richard T. Horan, Jr. | 6634 McLean Court McLean, VA 22101 | US | 1/1/96 |
| Eve N. Howard | 6671 32nd St., N.W. Washington, D.C. 20015 | US | 1/1/96 |
| Mark J. Larson | 7301 Venice St. Falls Church, VA 22043 | US | 1/1/96 |
| Scott R. Lilienthal (Counsel) | 4406 Van Buren St. University Park, MD 20782 | US | 1/1/96 |
| Laura E. Loeb (Counsel) | 9209 Potomac School Dr. Potomac, MD 20854 | US | 1/1/96 |
| Milan Lovisek (Counsel) | Nad piskovnou 56 140 00 Praha 4, Czech Republic | Slovak | 1/1/96 |
| Thomas L. McGovern, III | 7319 Reddfield Court Falls Church, VA 22043 | US | 1/1/96 |
| Michael A. Proett | 59 Ashworth Mansions Grantully Road London W9 1LW, England | US | 1/1/96 |
| Gerard J. Prud'homme (Counsel) | 2527 N. Farm Road Ellicot City, MD 21042 | US | 1/1/96 |
| Kzysztof Stefanowicz (Counsel) | Warszawa ul. Malej Laki 2 m 36 Poland | Polish | 1/1/96 |
| Steve B. Steinborn | 1505 Gerard St. Rockville, MD 20850 | US | 1/1/96 |

Hogan & Hartson L.L.P
Rider B (Continued)

| <u>NAME</u> | <u>RESIDENCE ADDRESS</u> | <u>CITIZENSHIP</u> | <u>DATE ASSUMED</u> |
|------------------------------|---|--------------------|-------------------------|
| Emily M. Yinger | 8612 Lynbrook Drive Bethesda, MD 20814 | US | 1/1/96 |
| Joseph H. Young (Counsel) | 6109 Maywood Ave. Baltimore, MD 21209 | US | 1/8/96 |
| James T. Banks | 1106 Langley Lane McLean, VA 22101 | US | 2/7/96 |
| Ralph S. Tyler | 205 Gittings Ave. Baltimore, MD 21212 | US | 2/15/96 |

**Supplemental Statement of
Hogan & Hartson L.L.P.
for Period Ended February 28, 1996**

Rider C

Response to Question 6

The following individual, while still associated with Hogan & Hartson L.L.P., no longer anticipates engaging in activities registrable under the Foreign Agents Registration Act of 1938, as amended.

| <u>NAME</u> | <u>POSITION</u> | <u>DATE REGISTRATION TERMINATED</u> |
|--------------------|-----------------|---|
| Sten A. Jensen | Associate | 2/28/96 |
| Robert J. Kenney | Partner | 2/28/96 |
| Warren H. Maruyama | Partner | 2/28/96 |
| Barbara F. Mishkin | Partner | 2/28/96 |
| Christine Warnke | Consultant | 2/28/96 |

**Supplemental Statement of
Hogan & Hartson L.L.P.
for Period Ended February 28, 1996**

Rider D

Response to Question 10

FOREIGN PRINCIPALS

Algoma Steel Inc.

Government of Commonwealth of The Bahamas

Embassy of Japan

Government of Haiti

Nippon Telegraph and Telephone Corporation

Government of Ontario

The Taipei Economic and Cultural Representative
Office (formerly China External Trade
Development Council)

**Supplemental Statement of
Hogan & Hartson L.L.P.
for Period Ended February 28, 1996**

Rider E

Response to Question 11

Algoma Steel Inc.

Rendered legal advice on U.S. law and represented client in various legal proceedings arising out of the U.S. antidumping law.

Avions de Transport Regional

Rendered advice and representation to the foreign principal in connection with its commercial activities in the United States, including, but not limited to, aircraft safety issues.

Commonwealth of The Bahamas

Rendered advice and representation on: 1) U.S. laws, regulations and policies that may affect or relate to the activities and interests of the foreign principal; 2) litigation in U.S. courts where the Government of The Bahamas is a participant; 3) the acquisition of a residence for the Bahamian Ambassador in Washington, D.C.; 4) commercial matters pertaining to the operation of The Bahamas Embassy and tourist offices in the U.S.; 5) telecommunications issues that pertain to the tourism industry in The Bahamas; and 6) possible revisions to U.S. laws governing the deductibility of the expenses of attending conventions in The Bahamas.

Cervecerias del Barú

Firm provided legal counseling and representation regarding negotiation of Panamanian beer tariffs.

Elbim Bank

The registrant advised and represented the foreign principal in connection with the Bank's efforts to unblock its funds that were blocked by the U.S. Department of Treasury's Office of Foreign Assets Control.

Embassy of Japan

Rendered legal advice and representation on various real estate, commercial, employment, and litigation matters.

Hogan & Hartson L.L.P.
Rider E (Continued)

Grand Metropolitan Incorporated

Rendered advice on U.S. laws, regulations, and policies concerning Cuba-U.S. trade policy, including trade sanctions; advised foreign principal on the impact of NAFTA on copyright issues.

Government of Haiti

Provided legal counsel regarding efforts in support of re-establishment of democratic government in Haiti.

Nippon Telegraph and Telephone Corporation

Provided advice and representation with respect to telecommunications and trade policy, laws, and regulations as they affect the foreign principal's business operations, with particular focus on general U.S.-Japan trade relations and U.S. telecommunications and trade law and policy regarding telecommunications services.

Government of Ontario

Rendered advice on U.S. laws, regulations, and policies concerning Canada-U.S. trade issues.

The Taipei Economic and Cultural Representative Office (formerly China External Trade Development Council)

Monitored U.S. and international laws, regulations, and policies that may affect or relate to the activities and interests of the foreign principal, including international trade, investment, taxes, and the General Agreement on Tariffs and Trade.

Volga-Dnepr J.S. Cargo Airline

Provided regulatory and business advice, including research, on aviation issues. Also served as aviation counsel in matters before the Department of Transportation and the FAA. Assisted client with respect to the procurement of AN124 aircraft by the U.S. military within the framework of the NDAA program. Advised client respecting lease of U.S. manufactured aircraft. Advised regarding potential enforcement case by FAA against client's pilots. Provide advice on compliance with federal and state tax issues, possible establishment of off-shore subsidiary, and format of aircraft brokerage agreement. Advised client with respect to the review of the AN124 aircraft by the Office of Defense Trade Controls, Department of State.

**Supplemental Statement of
Hogan & Hartson L.L.P.
for Period Ended February 28, 1996**

Rider F

Response to Question 12

Algoma Steel Inc.

No political activities.

Commonwealth of The Bahamas

No political activities.

Embassy of Japan

No political activities.

Avions de Transport Regional

No political activities.

Volga-Dnepr J.S. Cargo Airline

No political activities.

Cervecerias del Barú

| Date | Contact Person | Title | Type of Contact | Matter Discussed |
|----------|---------------------|--|-----------------|------------------------------|
| 9/8/95 | Thomas McLarty, III | Senior Counselor to the President, The White House | Teleconference | Panama's import duty on beer |
| 10/05/95 | Alexander Watson | Assistant Secretary for Inter-American Affairs | Teleconference | Panama's import duty on beer |
| 10/06/95 | Joe R. Reeder | Under-Secretary of the Army | Teleconference | Panama's import duty on beer |

Elbim Bank

| Date | Contact Person | Title | Type of Contact | Matter Discussed |
|---------|--------------------|---|-----------------|--|
| 2/16/96 | R. Richard Newcomb | Director, U.S. Treasury, Office of Foreign Assets Control | Meeting | Unblocking Elbim Bank Funds frozen by OFAC 10/93 |

Hogan & Hartson L.L.P.
Rider F (Continued)

Grand Metropolitan, Inc.

| Date | Contact Person | Title | Type of Contact | Matter Discussed |
|-------------|---|---|--|--|
| 7/10/95 | Phil English | Representative | Meeting | Miscellaneous legislative matters |
| 7/24/95 | Don Carlson, Rep. Archer's office | Chief of Staff | Meeting | Miscellaneous legislative matters |
| 8/24/95 | Roger Blauwet, Senator Max Baucus' office | Legislative Counsel | Telephone conference | Developments on reconciliation and capital gains |
| 9/14/95 | Norah Moseley | Professional Assistant, House Committee on Ways and Means | telephone conference | Archer proposal on capital gains |
| 9/14/95 | Annette Guarisco | Tax Counsel, Senate Majority Leader's Office | telephone conference | capital gains |
| 9/18/95 | Bob Dove | Senate Parliamentarian | lunch meeting and telephone conference | capital gains |
| 10/17/95 | Ted Bornstein (Senator Kohl's office) | Administrative Assistant | conference | pending legislation on capitol gains |
| 10/17/95 | Ted Bornstein | Administrative Assistant | telephone conference | capital gains |
| 10/19/95 | Kate Peterson | Legislative Assistant | telephone conference | capital gains |
| 10/25/95 | Jamie Schwing | Legislative Assistant | telephone conference | capital gains update |
| 10/27/95 | Jamie Schwing (Senator Kohl's office) | Legislative Assistant | discussion | revenue offset to increase foreign taxes on stock transactions |
| 10/27/95 | Barbara Pate | Legislative Assistant | telephone conference | capital gains developments |
| 10/30/95 | Don Carlson (Rep. Archer) | Chief of Staff | telephone conference | capital gains |
| 11/29/95 | Rob Hood (Gingrich's office) | Legislative Assistant | meeting | capital gains |
| 12/15/95 | Jennifer Dunn | Representative | meeting | budget negotiations |
| 12/20/95 | Kathleen O'Connell | House Ways & Means Committee Chief Economist | Luncheon meeting | 1996 legislative agenda |
| 12/15/95 | Roger Blauwet (Sen. Baucus's office) | Legislative Counsel | meeting | reconciliation |

Hogan & Hartson L.L.P.
Rider F (Continued)

Haiti

| Date | Contact Person | Title | Type of Contact | Matter Discussed |
|----------|------------------------|--|-----------------|---|
| 09/05/95 | Mark Schneider | Asst. Admin. for Latin America and the Caribbean, Agency for International Development | Teleconference | Initiatives to promote economic reconstruction in Haiti |
| 09/12/95 | Mark Schneider | Asst. Admin. for Latin America and the Caribbean, Agency for International Development | Teleconference | Initiatives to promote economic reconstruction in Haiti |
| 09/13/95 | Samuel R. Berger | Deuty Asst. to the President for National Security Affairs | Teleconference | Efforts in support of reestablishment of democratic government in Haiti |
| 09/16/95 | Samuel R. Berger | Deuty Asst. to the President for National Security Affairs | Teleconference | Efforts in support of reestablishment of democratic government in Haiti |
| 09/29/95 | Samuel R. Berger | Deuty Asst. to the President for National Security Affairs | Teleconference | Efforts in support of reestablishment of democratic government in Haiti |
| 10/16/96 | Rep. Charles Rangel | 2252 Rayburn HOB | Teleconference | Congressional initiatives on Haiti |
| 10/26/95 | Rep. Joseph Kennedy II | 2242 Rayburn HOB | Teleconference | Congressional initiatives on Haiti |
| 11/07/95 | Mark Schneider | Asst. Admin. for Latin America and the Caribbean, Agency for International Development | Teleconference | Initiatives to promote economic reconstruction in Haiti |
| 11/07/95 | Chris Marquis | Miami Herald | Teleconference | Recent developments |
| 11/27/95 | Mark Matthews | Baltimore Sun | Teleconference | Recent developments |
| 11/28/95 | Jim Teeple | Voice of America | Teleconference | Recent developments |
| 11/30/95 | Sen. Tom Harkin | 531 Hart SOB | Teleconference | Congressional initiatives on Haiti |
| 12/15/95 | Gary Rosen | Raleigh Observer | Teleconference | Congressional initiatives on Haiti |
| * | George Crile | Producer, CBS 60 Minutes | Teleconferences | Recent developments |
| * | Emille Milne | Legis. AssisT. Rep. Charles B. Rangel 2354 Rayburn HOB | Teleconferences | Congressional initiatives on Haiti |
| * | Daniel A. Restrepo | Professional Staff Member International Relations 2170 Rayburn HOB | Teleconferences | Congressional initiatives on Haiti |

Hogan & Hartson L.L.P.
Rider F (Continued)

| Date | Contact Person | Title | Type of Contact | Matter Discussed |
|------|--------------------|--|-----------------|------------------------------------|
| * | Jim Skouliques | Fellow, International Relations Rep. Joseph P. Kennedy II 2242 Rayburn HOB | Teleconferences | Congressional initiatives on Haiti |
| * | Rosemary Gutierrez | Legis. Asst. Sen. Tom Harkin 531 Hart SOB | Teleconferences | Congressional initiatives on Haiti |
| * | Suzy Glucksman | Legis. Asst. Rep. Joseph P. Kennedy II 2242 Rayburn HOB | Teleconferences | Congressional initiatives on Haiti |

* contacts made on continual basis during the reporting period.

Nippon Telegraph and Telephone Corporation

| Date | Contact Person | Title | Type of Contact | Matter Discussed |
|----------|----------------|---|-----------------|------------------------------------|
| 10/17/95 | Blair Levin | Chairman Hundt's Chief of Staff | Meeting | NTT Japan Interconnection Proposal |
| 10/17/96 | Scott Harris | Chief International Bureau | Meeting | NTT Japan Interconnection Proposal |
| 10/17/95 | James Quello | FCC Commissioner | Meeting | NTT Japan Interconnection Proposal |
| 10/17/95 | Andrew Barrett | FCC Commissioner | Meeting | NTT Japan Interconnection Proposal |
| 10/17/95 | Rachelle Chong | FCC Commissioner | Meeting | NTT Japan Interconnection Proposal |
| 10/17/95 | Susan Ness | FCC Commissioner | Meeting | NTT Japan Interconnection Proposal |
| 10/17/95 | Peter Cowhey | Chief, Multilateral and Development Branch, Facilities Division International Bureau | Meeting | NTT Japan Interconnection Proposal |

Government of Ontario

| Date | Contact Person | Title | Type of Contact | Matter Discussed |
|---------|----------------|--|-----------------|-------------------------------|
| 1/4/96 | Joan MacKenzie | Senior Counsel Department of Commerce | Meeting | Consultations on lumber trade |
| 2/13/96 | Joan MacKenzie | Senior Counsel Department of Commerce | Meeting | Consultations on lumber trade |
| | Paul Joffe | Deputy Asst. Secretary Department of Commerce | | |

Hogan & Hartson L.L.P.
Rider F (Continued)

| | | | | |
|----------|--|--|----------------|-------------------------------|
| 2/14/96 | Joan MacKenzie | Senior Counsel Department of Commerce | Meeting | Consultations on lumber trade |
| 12/7/95 | I. Shapiro P. Joffe D. Weiss G. Earp C. Burcky B. Tillman M. Waters K. Parkhill S. Brown | General Counsel, USTR Dep. Asst. Secretary, DoC Dep. Asst. USTR for N. America Dep. Asst. USTR for Industry USTR, Dir. for Canadian Affairs DoC, Dir. Office of Countervailing Compliance DoC, Office of Countervailing Compliance DoC, Office of Countervailing Compliance DoC, Office of Countervailing Compliance | Meeting | Consultations on lumber trade |
| 12/12/95 | I. Shapiro G. Earp M. Waters | General Counsel, USTR Dep. Asst. USTR for Industry DoC, Office of Countervailing Compliance | Meeting | Consultations on lumber trade |
| 12/15/95 | G. Earp M. Waters | Dep. Asst. USTR for Industry DoC, Office of Countervailing Compliance | Telephone call | Consultations on lumber trade |
| 12/22/95 | I. Shapiro | General Counsel, USTR | Telephone call | Consultations on lumber trade |
| 1/2/96 | J. McKenzie | DoC, Office of the Chief Counsel, International Trade Administration | Telephone call | Consultations on lumber trade |
| 1/3/96 | I. Shapiro | General Counsel, USTR | Telephone call | Consultations on lumber trade |
| 1/4/96 | J. McKenzie | DoC, Office of the Chief Counsel, International Trade Administration | Meeting | Consultations on lumber trade |
| 1/18/96 | I. Shapiro | General Counsel, USTR | Telephone call | Consultations on lumber trade |
| 1/23/96 | I. Shapiro | General Counsel, USTR | Telephone call | Consultations on lumber trade |
| 1/26/96 | D. Weiss | Dep. Asst. USTR for N. America | Telephone call | Consultations on lumber trade |
| 1/30/96 | I. Shapiro | General Counsel, USTR | Meeting | Consultations on lumber |

Hogan & Hartson L.L.P.
Rider F (Continued)

| | | | | |
|---------|---|---|----------------|----------------------------------|
| | P. Joffe D. Weiss G. Earp M. Waters K. Parkhill S. Brown | Dep. Asst. Secretary, DoC Dep. Asst. USTR for N. America Dep. Asst. USTR for Industry DoC, Office of Countervailing Compliance DoC, Office of Countervailing Compliance DoC, Office of Countervailing Compliance | | trade |
| 2/2/96 | I. Shapiro | General Counsel, USTR | Telephone call | Consultations on lumber trade |
| 2/4/96 | I. Shapiro | General Counsel, USTR | Telephone call | Consultations on lumber trade |
| 2/5/96 | I. Shapiro P. Joffe J. McKenzie K. Freiberg W. Kane | General Counsel, USTR Dep. Asst. Secretary, DoC DoC, Office of the Chief Counsel, International Trade Administration USTR, Dep. General Counsel USTR, Associate General Counsel | Meeting | Consultations on lumber trade |
| 2/6/96 | I. Shapiro K. Freiberg J. McKenzie | General Counsel, USTR USTR, Dep. General Counsel DoC, Office of the Chief Counsel, International Trade Administration | Telephone call | Consultations on lumber trade |
| 2/13/96 | P. Joffe J. McKenzie K. Freiberg G. Earp | Dep. Asst. Secretary, DoC DoC, Office of the Chief Counsel, International Trade Administration USTR, Dep. General Counsel Dep. Asst. USTR for Industry | Meeting | Consultations on lumber trade |
| 2/14/96 | J. McKenzie | DoC, Office of the Chief Counsel, International Trade Administration | Meeting | Consultations on lumber trade |
| 2/19/96 | I. Shapiro D. Weiss | General Counsel, USTR Dep. Asst. USTR for N. America | Voice Mail | Consultations on lumber trade |

Hogan & Hartson L.L.P.
Rider F (Continued)

| | | | | |
|---------|---|--|----------------|-------------------------------|
| 2/20/96 | D. Weiss M. Waters S. Brown | Dep. Asst. USTR for N. America DoC, Office of Countervailing Compliance DoC, Office of Countervailing Compliance | Telephone call | Consultations on lumber trade |
| 2/28/96 | D. Weiss | Dep. Asst. USTR for N. America | Telephone call | Consultations on lumber trade |

The Taipei Economic and Cultural Representative Office (formerly China External Trade Development Council)

| Date | Contact Person | Title | Type of Contact | Matter Discussed |
|---------|-----------------|--|-----------------|---|
| 2/19/96 | Sandra Kristoff | Senior Director, Asia, National Security Council | Teleconference | Inquiry re: possibility of future meetings between TECRO and various US officials |

**Supplemental Statement of
Hogan & Hartson L.L.P.
for Period Ended February 28, 1996**

Rider G

Response to Question 14(a)

| <u>FROM WHOM</u> | <u>DATE</u> | <u>FEEES & OTHER CHARGES</u> | |
|------------------------------|--------------|--------------------------------------|-----------|
| Algoma Steel Inc. | 9/21/95 | \$ 44,925.97 | |
| | 10/31/95 | \$ 38,653.30 | |
| | 12/31/95 | \$ 29,227.04 | |
| | 2/27/96 | <u>\$ 96,023.68</u> | |
| | TOTAL | \$ 208,829.99 | <u>1/</u> |
| Avions de Transport Regional | 10/31/95 | \$ 82,482.17 | |
| | 11/30/95 | \$ 18,435.22 | |
| | 12/28/95 | <u>\$ 43,454.42</u> | |
| | TOTAL | \$ 144,371.81 | <u>1/</u> |

1/ None of the monies received during this period from this foreign principal was for services or activities requiring registration under the Foreign Agents Registration Act of 1938, as amended.

2/ The substantial majority of monies received during this period from this foreign principal was for services or activities that do not require registration under the Foreign Agents Registration of 1938, as amended.

**Hogan & Hartson L.L.P.
Rider G (Continued)**

| <u>FROM WHOM</u> | <u>DATE</u> | <u>FEES & OTHER CHARGES</u> | |
|--------------------------|--------------|-------------------------------------|-----------|
| Bahamas, Commonwealth of | 9/11/95 | \$ 4,790.00 | |
| | 9/30/95 | \$ 171.04 | |
| | 10/19/95 | \$ 6,373.37 | |
| | 10/23/95 | \$ 17,311.75 | |
| | 10/31/95 | \$ 120,643.00 | |
| | 11/29/95 | \$ 6,292.75 | |
| | 11/30/95 | \$ 131.30 | |
| | 12/18/95 | \$ 19,328.01 | |
| | 12/19/95 | \$ 11,135.60 | |
| | 12/28/95 | \$ 21.40 | |
| | 1/29/96 | \$ 6,381.87 | |
| | 2/16/96 | \$ 583.68 | |
| | 2/20/96 | \$ 9,196.25 | |
| | TOTAL | \$ 208,360.02 | <u>1/</u> |
| Cervecerias del Baru | 10/27/95 | \$ 2,740.75 | |
| | 12/28/95 | \$ 17,244.25 | |
| | TOTAL | \$ 19,985.00 | <u>2/</u> |
| Elbim Bank | 11/30/95 | \$ 8,204.71 | <u>2/</u> |
| Embassy of Japan | 9/30/95 | \$ 2,567.95 | |
| | 10/31/95 | \$ 9,000.00 | |
| | 12/18/95 | \$ 192.05 | |
| | 12/28/95 | \$ 3,897.52 | |
| | 12/29/95 | \$ 4,938.75 | |
| | 12/31/95 | \$ 4,061.25 | |
| | 1/31/96 | \$ 4,061.25 | |
| | TOTAL | \$ 28,718.77 | <u>1/</u> |

1/ None of the monies received during this period from this foreign principal was for services or activities requiring registration under the Foreign Agents Registration Act of 1938, as amended.

2/ The substantial majority of monies received during this period from this foreign principal was for services or activities that do not require registration under the Foreign Agents Registration of 1938, as amended.

Hogan & Hartson L.L.P.
Rider G (Continued)

| <u>FROM WHOM</u> | <u>DATE</u> | <u>FEES & OTHER CHARGES</u> | |
|--------------------|--------------|-------------------------------------|-----------|
| Grand Metropolitan | 9/30/95 | \$ 68,097.37 | |
| | 10/16/95 | \$ 14,363.61 | |
| | 10/31/95 | \$ 3578.67 | |
| | 11/27/95 | \$ 14,268.47 | |
| | 11/30/95 | \$ 9,608.01 | |
| | 12/19/95 | \$ 6,933.12 | |
| | 12/28/95 | \$ 7,756.25 | |
| | 12/30/95 | \$ 2,856.65 | |
| | TOTAL | \$ 127,462.15 | <u>2/</u> |

1/ None of the monies received during this period from this foreign principal was for services or activities requiring registration under the Foreign Agents Registration Act of 1938, as amended.

2/ The substantial majority of monies received during this period from this foreign principal was for services or activities that do not require registration under the Foreign Agents Registration of 1938, as amended.

Hogan & Hartson L.L.P.
Rider G (Continued)

| <u>FROM WHOM</u> | <u>DATE</u> | <u>FEES & OTHER CHARGES</u> | |
|------------------------------|--------------|-------------------------------------|------------|
| Haiti, Government of | 9/12/95 | \$ | 50,000.00 |
| | 10/27/95 | \$ | 50,000.00 |
| | 11/27/95 | \$ | 50,000.00 |
| | 12/12/95 | \$ | 50,000.00 |
| | 1/16/96 | \$ | 50,000.00 |
| | 2/22/96 | \$ | 50,000.00 |
| | TOTAL | \$ | 300,000.00 |
| Nippon Telegraph & Telephone | 9/21/95 | \$ | 214.77 |
| | 9/30/95 | \$ | 6,308.75 |
| | 10/31/95 | \$ | 108.16 |
| | 11/29/95 | \$ | 12,946.57 |
| | 11/30/95 | \$ | 13,780.00 |
| | 12/11/95 | \$ | 662.94 |
| | 12/12/95 | \$ | 4,935.00 |
| | 12/31/95 | \$ | 13,903.75 |
| | 1/17/96 | \$ | 32,006.76 |
| | 1/31/96 | \$ | 513.81 |
| | TOTAL | \$ | 85,380.51 |

2/

1/ None of the monies received during this period from this foreign principal was for services or activities requiring registration under the Foreign Agents Registration Act of 1938, as amended.

2/ The substantial majority of monies received during this period from this foreign principal was for services or activities that do not require registration under the Foreign Agents Registration of 1938, as amended.

Hogan & Hartson L.L.P.
Rider G (Continued)

| <u>FROM WHOM</u> | <u>DATE</u> | <u>FEES & OTHER CHARGES</u> | |
|---|--------------|-------------------------------------|-----------|
| Ontario, Government of | 9/14/95 | \$ 12,670.74 | |
| | 11/27/95 | \$ 16,695.43 | |
| | 12/11/95 | \$ 16,840.07 | |
| | 1/29/96 | <u>\$ 19,517.24</u> | |
| | TOTAL | \$ 65,723.48 | <u>2/</u> |
| Taipei Economic & Cultural Representative Office | 9/30/95 | \$ 3,495.81 | |
| | 10/31/95 | \$ 72,487.53 | |
| | 12/7/95 | \$ 2,137.66 | |
| | 12/21/95 | \$ 3,571.42 | |
| | 12/31/95 | \$ 2,290.92 | |
| | 1/5/96 | <u>\$ 8,000.00</u> | |
| | TOTAL | \$ 91,983.34 | <u>2/</u> |
| Volga-Dnepr | 11/14/95 | \$ 34,086.13 | |
| | 11/22/95 | \$ 35,527.96 | |
| | 12/19/95 | \$ 17,522.42 | |
| | 12/27/95 | <u>\$ 28,988.72</u> | |
| | TOTAL | \$ 116,125.23 | <u>1/</u> |

1/ None of the monies received during this period from this foreign principal was for services or activities requiring registration under the Foreign Agents Registration Act of 1938, as amended.

2/ The substantial majority of monies received during this period from this foreign principal was for services or activities that do not require registration under the Foreign Agents Registration of 1938, as amended.

**Supplemental Statement of
Hogan & Hartson L.L.P.
for Period Ended February 28, 1996**

Rider H

Response to Question 15(a)

Charges on Behalf of Algoma Steel, Inc.

| <u>DATE</u> | <u>TO WHOM</u> | <u>PURPOSE</u> | | <u>AMOUNT</u> |
|-------------------|----------------|-------------------------|----|-------------------------|
| 09/01/95-02/28/96 | H&H | Photocopy/Printing | \$ | 6,372.80 |
| | | Binding | \$ | 129.60 |
| | | Outside Duplicating | \$ | 4,615.05 |
| | | Staff Overtime | \$ | 728.00 |
| | | Microfiche Copies | \$ | 2.20 |
| | | Computer Research | \$ | 774.45 |
| | | Postage | \$ | 158.59 |
| | | Air Freight | \$ | 626.99 |
| | | Long Distance Telephone | \$ | 1,018.60 |
| | | Local Transportation | \$ | 313.54 |
| | | Telecopy Charges | \$ | 3,144.00 |
| | | DC Sales Tax-Messenger | \$ | .46 |
| | | Word Processing | \$ | 862.92 |
| | | Messenger Service | \$ | 4.00 |
| | | Meals | \$ | 109.29 ^{2/} |
| | | Miscellaneous | \$ | <u>1,059.73</u> |
| | | Total | \$ | 19,920.22 ^{3/} |

1/ Travel charges include air travel, ground transportation, parking, lodging and meals and related costs incurred in connection with the representation, including conferences and meetings with and on behalf of clients.

2/ Meal charges did not include any U.S. Government officials or media representatives.

3/ None of these charges were for services and activities requiring registration under the Foreign Agents Registration Act of 1938, as amended.

4/ The substantial majority of these charges were for services and activities that do not require registration under the Foreign Agents Registration Act of 1938, as amended.

5/ Meal charges included meetings on December 20, 1995 with Kathleen O'Connell, Chief Economist, Ways & Means Committee and February 6, 1996 with Ann Raffaelli, National Director Legislative Affairs, IRS. These meetings are also referenced in the response to Item 12.

Hogan & Hartson L.L.P.
Rider H (Continued)

Charges on Behalf of Avions de Transport Regional

| <u>DATE</u> | <u>TO WHOM</u> | <u>PURPOSE</u> | <u>AMOUNT</u> |
|-------------------|----------------|----------------------------------|------------------------|
| 09/01/95-12/31/95 | H&H | Photocopy/Printing | \$ 3,030.20 |
| | | Binding | \$ 5.40 |
| | | Outside Duplicating | \$ 10,145.52 |
| | | Staff Overtime | \$ 176.00 |
| | | Petty Cash Overtime Expenditures | \$ 6.16 |
| | | Computer Research | \$ 1,475.64 |
| | | Postage | \$ 14.75 |
| | | Air Freight | \$ 630.90 |
| | | Long Distance Telephone | \$ 1,936.24 |
| | | Local Transportation | \$ 184.29 |
| | | Telecopy Charges | \$ 3,057.00 |
| | | DC Sales Tax-Messenger | \$.23 |
| | | Word Processing | \$ 87.50 |
| | | Interlibrary Loan Returns | \$ 7.00 |
| | | Travel | \$ 5,053.12 <u>1/</u> |
| | | Meals | \$ 655.24 <u>2/</u> |
| | | Miscellaneous | \$ <u>2,187.84</u> |
| | | Total | \$ 28,653.03 <u>3/</u> |

Charges on Behalf of the Commonwealth of The Bahamas

| <u>DATE</u> | <u>TO WHOM</u> | <u>PURPOSE</u> | <u>AMOUNT</u> |
|-------------------|----------------|-------------------------|-----------------------|
| 09/01/95-02/28/96 | H&H | Photocopy/Printing | \$ 612.40 |
| | | Computer Research | \$ 437.90 |
| | | Postage | \$ 4.40 |
| | | Air Freight | \$ 159.46 |
| | | Long Distance Telephone | \$ 345.01 |
| | | Local Transportation | \$ 227.15 |
| | | Telecopy Charges | \$ 669.00 |
| | | Word Processing | \$ 50.00 |
| | | Miscellaneous | \$ <u>633.95</u> |
| | | Total | \$ 3,139.27 <u>3/</u> |

Charges on Behalf of Embassy of Japan

| <u>DATE</u> | <u>TO WHOM</u> | <u>PURPOSE</u> | <u>AMOUNT</u> |
|-------------------|----------------|-------------------------|-----------------------|
| 09/01/95-02/28/96 | H&H | Photocopy | \$ 423.20 |
| | | Computer Research | \$ 936.63 |
| | | Postage | \$ 3.62 |
| | | Air Freight | \$ 21.10 |
| | | Staff Overtime | \$ 16.00 |
| | | Long Distance Telephone | \$ 24.86 |
| | | Local Transportation | \$ 29.92 |
| | | Telecopy Charges | \$ 183.00 |
| | | Miscellaneous | \$ <u>3,096.00</u> |
| | | Total | \$ 4,734.33 <u>3/</u> |

Hogan & Hartson L.L.P.
Rider H (Continued)

Charges on Behalf of Grand Metropolitan

| <u>DATE</u> | <u>TO WHOM</u> | <u>PURPOSE</u> | <u>AMOUNT</u> |
|-------------------|----------------|-------------------------|----------------------|
| 09/01/95-12/31/95 | H&H | Photocopy | \$ 824.20 |
| | | Binding | \$ 1.80 |
| | | Staff Overtime | \$ 32.00 |
| | | Computer Research | \$ 353.28 |
| | | Postage | \$ 8.09 |
| | | Air Freight | \$ 299.73 |
| | | Long Distance Telephone | \$ 265.13 |
| | | Local Transportation | \$ 161.85 |
| | | Telecopy Charges | \$ 325.50 |
| | | DC Sales Tax-Messenger | \$.23 |
| | | Meals | \$ 105.91 <u>5/</u> |
| | | Miscellaneous | \$ <u>317.60</u> |
| | | Total | \$ 2695.32 <u>4/</u> |

1/ Travel charges include air travel, ground transportation, parking, lodging and meals and related costs incurred in connection with the representation, including conferences and meetings with and on behalf of clients.

2/ Meal charges did not include any U.S. Government officials or media representatives.

3/ None of these charges were for services or activities requiring registration under the Foreign Agents Registration Act of 1938.

4/ The substantial majority of these charges were for services or activities that do not require registration under the Foreign Agents Registration Act of 1938, as amended.

5/ Meal charges included meeting on December 20, 1995 with Kathleen O'Connell, Chief Economist, Ways & Means Committee. This meeting is also referenced in the response to Item 12.

Hogan & Hartson L.L.P.
Rider H (Continued)

Charges on Behalf of Government of Haiti

| <u>DATE</u> | <u>TO WHOM</u> | <u>PURPOSE</u> | <u>AMOUNT</u> |
|-------------------|----------------|-------------------------|-----------------------|
| 09/01/95-02/28/96 | H&H | Photocopy/Printing | \$ 970.20 |
| | | Staff Overtime | \$ 192.00 |
| | | Computer Research | \$ 866.40 |
| | | Postage | \$ 109.79 |
| | | Air Freight | \$ 198.12 |
| | | Long Distance Telephone | \$ 3,695.93 |
| | | Local Transportation | \$ 517.50 |
| | | Telecopy Charges | \$ 1,735.50 |
| | | Word Processing | \$ 18.75 |
| | | Travel | \$ 7,213.42 <u>1/</u> |
| | | Meals | \$ 1,071.54 <u>2/</u> |
| | | Miscellaneous | \$ <u>651.12</u> |
| | | Total | \$ 17,240.27 |

1/ Travel charges include air travel, ground transportation, parking, lodging and meals and related costs incurred in connection with the representation, including conferences and meetings with and on behalf of clients.

2/ Meal charges did not include any U.S. Government officials or media representatives.

3/ None of these charges were for services or activities requiring registration under the Foreign Agents Registration Act of 1938.

4/ The substantial majority of these charges were for services or activities that do not require registration under the Foreign Agents Registration Act of 1938, as amended.

Hogan & Hartson L.L.P.
Rider H (Continued)

Charges on Behalf of Nippon Telegraph & Telephone

| <u>DATE</u> | <u>TO WHOM</u> | <u>PURPOSE</u> | <u>AMOUNT</u> |
|-------------------|----------------|-------------------------|-----------------------|
| 09/01/95-02/28/96 | H&H | Photocopy/Printing | \$ 1,147.00 |
| | | Binding | \$ 1.80 |
| | | Computer Research | \$ 142.97 |
| | | Air Freight | \$ 136.62 |
| | | Long Distance Telephone | \$ 134.80 |
| | | Local Transportation | \$ 169.14 |
| | | Telecopy Charges | \$ 1,074.47 |
| | | Word Processing | \$ 110.00 |
| | | Travel | \$ 1,403.09 <u>1/</u> |
| | | Miscellaneous | \$ <u>458.00</u> |
| | | Total | \$ 4,777.89 <u>4/</u> |

1/ Travel charges include air travel, ground transportation, parking, lodging and meals and related costs incurred in connection with the representation, including conferences and meetings with and on behalf of clients.

2/ Meal charges did not include any U.S. Government officials or media representatives.

3/ None of these charges were for services or activities requiring registration under the Foreign Agents Registration Act of 1938.

4/ The substantial majority of these charges were for services or activities that do not require registration under the Foreign Agents Registration Act of 1938, as amended.

Hogan & Hartson L.L.P.
Rider H (Continued)

Charges on Behalf of The Taipei Economic and Cultural Representative Office (formerly China External Trade Development Council)

| <u>DATE</u> | <u>TO WHOM</u> | <u>PURPOSE</u> | <u>AMOUNT</u> |
|-------------------|----------------|----------------------|---------------------|
| 09/01/95-02/28/96 | H&H | Photocopy/Printing | \$ 57.40 |
| | | Computer Research | \$ 243.03 |
| | | Postage | \$ 2.02 |
| | | Local Transportation | \$ 98.64 |
| | | Telecopy Charges | \$ 9.00 |
| | | Miscellaneous | \$ <u>329.00</u> |
| | | Total | \$ 739.09 <u>4/</u> |

1/ Travel charges include air travel, ground transportation, parking, lodging and meals and related costs incurred in connection with the representation, including conferences and meetings with and on behalf of clients.

2/ Meal charges did not include any U.S. Government officials or media representatives.

3/ None of these charges were for services or activities requiring registration under the Foreign Agents Registration Act of 1938.

4/ The substantial majority of these charges were for services or activities that do not require registration under the Foreign Agents Registration Act of 1938, as amended.

Hogan & Hartson L.L.P.
Rider H (Continued)

Charges on Behalf of Government of Ontario

| <u>DATE</u> | <u>TO WHOM</u> | <u>PURPOSE</u> | <u>AMOUNT</u> |
|-------------------|----------------|-------------------------|------------------------|
| 09/01/95-02/28/96 | H&H | Photocopy/Printing | \$ 1,463.40 |
| | | Outside Duplicating | \$ 10.00 |
| | | Staff Overtime | \$ 757.08 |
| | | Computer Research | \$ 665.06 |
| | | Postage | \$ 8.37 |
| | | Air Freight | \$ 144.10 |
| | | Long Distance Telephone | \$ 2,168.43 |
| | | Local Transportation | \$ 240.75 |
| | | Telecopy Charges | \$ 6,874.50 |
| | | Travel | \$ 464.75 <u>1/</u> |
| | | Meals | \$ 1,321.63 <u>2/</u> |
| | | Miscellaneous | \$ <u>968.72</u> |
| | | Total | \$ 15,086.79 <u>4/</u> |

1/ Travel charges include air travel, ground transportation, parking, lodging and meals and related costs incurred in connection with the representation, including conferences and meetings with and on behalf of clients.

2/ Meal charges did not include any U.S. Government officials or media representatives.

3/ None of these charges were for services or activities requiring registration under the Foreign Agents Registration Act of 1938.

4/ The substantial majority of these charges were for services or activities that do not require registration under the Foreign Agents Registration Act of 1938, as amended.

Hogan & Hartson L.L.P.
Rider H (Continued)

Charges on Behalf of Volga-Dnepr J.S. Cargo Airline

| <u>DATE</u> | <u>TO WHOM</u> | <u>PURPOSE</u> | <u>AMOUNT</u> |
|-------------------|----------------|-------------------------|-----------------------|
| 09/01/95-12/31/95 | H&H | Photocopy/Printing | \$ 668.80 |
| | | Computer Research | \$ 402.67 |
| | | Air Freight | \$ 153.00 |
| | | Long Distance Telephone | \$ 1568.61 |
| | | Local Transportation | \$ 73.89 |
| | | Telecopy Charges | \$ 3387.00 |
| | | Word Processing | \$ 25.00 |
| | | Travel | \$ 3,698.35 <u>1/</u> |
| | | Miscellaneous | \$ <u>312.00</u> |
| | | Total | 10,289.32 <u>3/</u> |

1/ Travel charges include air travel, ground transportation, parking, lodging and meals and related costs incurred in connection with the representation, including conferences and meetings with and on behalf of clients.

2/ Meal charges did not include any U.S. Government officials or media representatives.

3/ None of these charges were for services or activities requiring registration under the Foreign Agents Registration Act of 1938.

4/ The substantial majority of these charges were for services or activities that do not require registration under the Foreign Agents Registration Act of 1938, as amended.

Hogan & Hartson L.L.P.
Rider H (Continued)

Charges on Behalf of Cervecerias Del Baru

| <u>DATE</u> | <u>TO WHOM</u> | <u>PURPOSE</u> | <u>AMOUNT</u> |
|-------------------|----------------|----------------------|--------------------|
| 09/01/95-02/28/96 | H&H | Postage | \$.60 |
| | | Local Transportation | \$ 13.00 |
| | | Miscellaneous | \$ <u>2,305.00</u> |
| | | Total | 2,318.60 <u>4/</u> |

1/ Travel charges include air travel, ground transportation, parking, lodging and meals and related costs incurred in connection with the representation, including conferences and meetings with and on behalf of clients.

2/ Meal charges did not include any U.S. Government officials or media representatives.

3/ None of these charges were for services or activities requiring registration under the Foreign Agents Registration Act of 1938.

4/ The substantial majority of these charges were for services or activities that do not require registration under the Foreign Agents Registration Act of 1938, as amended.

Hogan & Hartson L.L.P.
Rider H (Continued)

Charges on Behalf of Elbim Bank

| <u>DATE</u> | <u>TO WHOM</u> | <u>PURPOSE</u> | | <u>AMOUNT</u> |
|-------------------|----------------|-------------------------|----|------------------|
| 09/01/95-02/28/96 | H&H | Photocopy/Printing | \$ | 119.60 |
| | | Computer Research | \$ | 37.05 |
| | | Air Freight | \$ | 51.00 |
| | | Filing Fees | \$ | 305.00 |
| | | Long Distance Telephone | \$ | 168.03 |
| | | Local Transportation | \$ | 16.00 |
| | | Telecopy Charges | \$ | 171.00 |
| | | Meals | \$ | 24.75 <u>2/</u> |
| | | Miscellaneous | \$ | 57.50 |
| | | Total | | 949.93 <u>4/</u> |

1/ Travel charges include air travel, ground transportation, parking, lodging and meals and related costs incurred in connection with the representation, including conferences and meetings with and on behalf of clients.

2/ Meal charges did not include any U.S. Government officials or media representatives.

3/ None of these charges were for services or activities requiring registration under the Foreign Agents Registration Act of 1938.

4/ The substantial majority of these charges were for services or activities that do not require registration under the Foreign Agents Registration Act of 1938, as amended.

**Supplemental Statement of
Hogan & Hartson L.L.P.
for Period Ended February 28, 1996**

Rider I

Response to Question 15(c)

Individuals who have filed Short-Form Registration Statements in connection with Hogan & Hartson L.L.P.'s registration under the Foreign Agents Registration Act of 1938 made the following political contributions during this reporting period:

| <u>DATE</u> | <u>AMOUNT</u> | <u>POLITICAL ORGANIZATION/ CANDIDATE</u> |
|-------------|---------------|--|
| 9/95 | \$ 100 | Montgomery County Republican Committee |
| 9/95 | \$ 1000 | Dole for President |
| 9/15/95 | \$ 200 | Foglietta for Congress |
| 9/19/95 | \$ 100 | Friends of John Warner |
| 10/5/95 | \$ 1000 | David Price for Congress |
| 10/11/95 | \$ 1000 | Shelby for Senate |
| 10/30/95 | \$ 500 | Friends of Carl Levin (for Senate) |
| 10/30/95 | \$ 1000 | Shelby for Senate Campaign Com. |
| 10/31/95 | \$ 200 | L.F. Payne for Congress |
| 11/2/95 | \$ 50 | Friends of Jess Velona |
| 11/2/95 | \$ 500 | Toricelli for Senate |
| 11/13/95 | \$ 250 | Widen for Senate |
| 11/26/95 | \$ 25 | Friends of Bob Calhoun |
| 11/29/95 | \$ 100 | Evan Bayh Committee |
| 12/14/95 | \$ 100 | Evan Bayh Committee |
| 12/19/95 | \$ 500 | Baucus for Senate |
| 12/19/95 | \$ 100 | Martin Frost Campaign Committee |
| 12/20/95 | \$ 200 | Tim Johnson for South Dakota |
| 12/22/95 | \$ 100 | Luther for Congress |
| 12/22/95 | \$ 100 | Crawford for Congress |
| 12/31/95 | \$ 50 | Democratic National Committee |
| 1/16/96 | \$ 100 | Gejdensen for Congress |
| 1/17/96 | \$ 100 | Filner for Congress |
| 1/29/96 | \$ 500 | Citizens for Harkin |
| 2/1/96 | \$ 100 | Rep. Waxman Campaign Committee |

Hogan & Hartson L.L.P.
Rider I (Continued)

| <u>DATE</u> | <u>AMOUNT</u> | <u>POLITICAL ORGANIZATION/ CANDIDATE</u> |
|-------------|---------------|--|
| 2/1/96 | \$ 300 | Goldsmith for Governor |
| 2/8/96 | \$ 200 | Don Mooers for Congress |
| 2/14/96 | \$ 250 | Cummings for Congress |
| 2/18/96 | \$ 25 | David Caprara for Congress |
| 2/21/96 | \$ 100 | Sen. John Kerry |
| 2/26/96 | \$ 100 | The Kerry Committee |
| 2/27/96 | \$ 250 | Friends of Tom Strickland |

Hogan & Hartson L.L.P.
Rider I (Continued)

Additionally, individuals who have filed Short-Form Registration Statements in connection with Hogan & Hartson L.L.P.'s registration under FARA made the following contributions to a political action committee ("PAC") comprised of partners at Hogan & Hartson L.L.P. The PAC is an independent, non-connected entity, and is not established or administered by any candidate, political party, corporation, or labor organization. The PAC supports candidates for federal office. The contributions by the PAC to various candidates for office have been disclosed to the Federal Election Commission.

| <u>DATE OF CONTRIBUTION</u> | <u>AMOUNT OF CONTRIBUTION TO PAC</u> |
|---------------------------------|--|
| 12/29/95 | \$500 |
| 12/8/95 | \$1000 |

**Supplemental Statement of
Hogan & Hartson L.L.P.
for Period Ended February 28, 1996**

Rider J

Response to Question 8

| <u>Name of Foreign Principal</u> | <u>Date of Termination</u> |
|---|-----------------------------------|
| Avions de Transport Regional | 1/1/96* |
| Volga-Dnepr J.S. Cargo Airline | 1/1/96* |
| Grand Metropolitan | 1/1/96* |
| Cervecerias del Baru | 2/28/96 |

* Registrant is terminating FARA registration on behalf of these foreign principals pursuant to Section 9(3) of the Lobbying Disclosure Act of 1995, 22 U.S.C.613(h).

**Supplemental Statement of
Hogan & Hartson L.L.P.
for Period Ended February 28, 1996**

Rider K

Aside from the political propaganda referred to in Section V of the Supplemental Statement, we have attached letters sent individually to four U.S. Government officials on behalf of Cervecerias del Baru.

HOGAN & HARTSON
L.L.P.

MICHAEL D. BARNES
PARTNER
DIRECT DIAL (202) 637-5695

COLUMBIA SQUARE
555 THIRTEENTH STREET, NW
WASHINGTON, DC 20004-1109
TEL (202) 637-5600
FAX (202) 637-5910

October 4, 1995

VIA TELEFAX: 202-647-0791

The Honorable Alexander F. Watson
Bureau of Inter-American Affairs
U.S. Department of State
2201 C Street, N.W.
Washington, D.C. 20520

Re: Panama

Dear Alec:

As you know, Panama is in the final stages of negotiating its accession to membership in the World Trade Organization. As part of this process, Panama has engaged in bilateral negotiations with the United States with respect to tariff barriers. In the spirit of cooperation, USTR and Panamanian negotiators have made tremendous progress and have resolved virtually all of the issues raised by Panama's accession. One final issue remains: Panama's import duties on beer.

Panama, which has already made very major concessions to the U.S. on numerous other issues, is prepared to dramatically reduce its import duty from 90 percent to 35 percent over a reasonable period of time.

Hogan & Hartson represents Cervecerias del Barú, one of Panama's major beer companies. We have prepared the attached memorandum summarizing research comparing Panama's import duty on beer with that of its neighboring countries. As you can see, Panama's willingness to reduce its WTO bound duty to 35 percent compares favorably with tariffs and other import requirements in Central and Latin America.

The government of Panama feels that it has already made good faith concessions on this and other issues. It is not prepared to reduce its import duty on beer below 35 percent, which is clearly a fair standard based upon regional levels.

HOGAN & HARTSON L.L.P.

The Honorable Alexander F. Watson

October 4, 1995

Page Two

Reducing the tariff beyond this level would expose the Panamanian industry to serious injury and severe market disruption.

Any help you could offer in resolving this matter will be much appreciated by President Ernesto Perez Balladares, Ambassador Ricardo Alberto Arias, J.J. Vallarino, and many of your other friends in Panama. Joining the WTO represents a major step toward integrating Panama into the global trading system. Panama's proposed Protocol and Tariff Schedule would substantially expand market access for many U.S. products and companies, benefiting both nations.

Please call me if you have any questions. Thank you for any assistance you are able to provide.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike", written over the printed name.

Michael D. Barnes

MDB:jtc

Attachment - 4 pages

cc: His Excellency Ricardo Alberto Arias

MEMORANDUM

September 28, 1995

TO: His Excellency Ricardo Alberto Arias
Embassy of the Republic of Panama

FROM: Michael D. Barnes

RE: Response to U.S. Demand concerning Panamanian Tariff on Beer

SUMMARY

In connection with Panama's effort to accede to the World Trade Organization ("WTO"), the United States has taken the position that Panama must reduce its import tariff on beer to 20 percent. This demand is unrealistic in comparison to the tariffs that other nations, including WTO Members, apply to imported beer. Panama's proposal, a 35 percent tariff, is consistent with the WTO commitments of other Latin American countries.

DISCUSSION

Reducing Panama's tariff on beer to 20 percent would far exceed the Uruguay Round commitments of other Latin American nations. Attached is a chart that identifies the current tariffs, import fees, and Uruguay Round bound tariff rates that apply to beer imported into 12 Latin American countries. The *lowest* WTO bound tariff rate in this sample is 35 percent. The Dominican Republic's post Uruguay Round bound rate is 150 percent; Costa Rica's bound rate is 55 percent in 1995 with reductions to 45 percent phased in by 2004. Accordingly, the U.S. demand that Panama reduce its beer tariff to 20 percent to join the WTO is far more stringent than the obligations of other nations in the region.

In arguing for a 20 percent tariff, the United States relies on a chart from a 1994 Department of Commerce Study regarding market access for U.S. beer in 27 countries. ^{1/} The chart inaccurately suggests that Panama's current tariff on

^{1/} "Market Access U.S. Beer in 27 International Markets," Department of Commerce, International Trade Administration, Office of Consumer Goods, p. 3 (March 1995).

beer is out of line with its neighbors' tariffs. First, the chart indicates that Costa Rica's tariff on beer is less than 20 percent. According to the Department of Commerce's own information, however, Costa Rica's tariff on beer was reduced from 72.827 percent prior to the Uruguay Round to 55 percent in 1995. ^{2/} Similarly, the chart indicates that Argentina's applied tariff on beer is ten percent, however U.S. trade officials state that Argentina's current applied tariff is 20 percent. Second, the chart does not reflect import and other fees that apply in addition to tariffs. For example, the entry for Argentina apparently excludes a Statistics Fee, Port Costs, and other fees that add 18 percent to the total charges on imported beer. ^{3/} Finally, the chart does not reflect the application of internal taxes based on CIF plus tariff and other import fees, which effectively increases the tariff that applies to imported beer.

The U.S. demand also exceeds the applied tariffs and Uruguay Round commitments of WTO Members in other regions. As described by the Department of Commerce, "Asian beer tariffs are higher than in Latin America." ^{4/} Singapore, the Philippines, and Thailand impose tariffs of 147 percent, 50 percent, and 60 percent respectively. China, which actively is pursuing WTO accession, agreed to reduce its 120 percent tariff on beer (among the highest in the world, according to the Department of Commerce) to 100 percent by the year 2004. ^{5/} India restricts the importation of beer and agreed to adopt a 150 percent bound tariff rate by the year 2001. ^{6/} Panama's proposed 35 percent tariff on beer would represent a substantial concession in comparison to these tariffs.

For all of these reasons, the U.S. demand that Panama adopt a 20 percent bound tariff rate on beer is unreasonable.

Attachment

^{2/} Id. at 26.

^{3/} Id. at 10.

^{4/} Id. at 5.

^{5/} Id.

^{6/} Id. at 106.

on Imported Beer

| Country | WTO Bound Rate | Applied Tariff Rate (can be raised to WTO rate at any time) | Fees | Domestic Taxes |
|--------------------|--|--|---|--|
| Argentina | 35% ** | 20% * | Statistics fee: 10% ** Port costs/fees: 8% | VAT, Advanced VAT, Profits Tax and Excise Tax apply to CIF + tariff + port costs |
| Belize * | | \$12 per gal. | | 14% Stamp tax variable revenue replacement duty |
| Brazil | 35% ** | 20% * | Syndicate fee: 2% ** Brokerage fees: 1% Port tax 3% Warehouse tax: 1% Merchant Marine Renewal tax. 25% (of ocean freight charges) | Industrial Products Tax (80%) and Merchandising Circulation Tax (18%) apply to CIF + tariff. Import license required. |
| Colombia | | 20% ** | | VAT (14%) applies to CIF + tariff |
| Costa Rica ** | 55% 45% by 2004 | 55% | | Real Custom Duty, Consumer Tax, Surcharge, and Sales Tax apply to CIF + tariff |
| Dominican Republic | 150%* (Implementation period 1995-2001) | 30%** | | Industrialized Goods and Services Tax applies to CIF + tariff |
| El Salvador * | | 20% | | VAT (10%) applies to CIF + tariff |

* Confirmed by U.S. Government

** DOC Market Access Study

| Country | WTO Bound Rate | Applied Tariff Rate (can be raised to WTO rate at any time) | Fees | Domestic Taxes |
|-------------|----------------|--|-------------------------|-------------------------------------|
| Guatemala * | 35% | 20% | | VAT (7%) applies to CIF + tariff |
| Honduras * | 35% | 20% | Customs Fee 3% | VAT (7%) applies to CIF + tariff |
| Nicaragua * | 75% | 85% | | VAT applies to CIF + tariff |
| Peru * | | 15% | | VAT (18%) applies to CIF + tariff |
| Venezuela * | 50% ** | 20% | Customs Handling fee 1% | VAT (12.5%) applies to CIF + tariff |

* Confirmed by U.S. Government
 ** DOC Market Access Study

HOGAN & HARTSON

LLP

MICHAEL D. BARNES
PARTNER
DIRECT DIAL (202) 637-5695

COLUMBIA SQUARE
555 THIRTEENTH STREET, NW
WASHINGTON, DC 20004-1109
TEL (202) 637-5600
FAX (202) 637-5910

October 4, 1995

VIA TELEFAX: 202-456-2215

The Hon. Thomas F. McLarty III
Senior Counselor to the President
The White House
1600 Pennsylvania Avenue, N.W.
Washington, D.C. 20500

Re: Panama

Dear Mack:

As you know, Panama is in the final stages of negotiating its accession to membership in the World Trade Organization. As part of this process, Panama has engaged in bilateral negotiations with the United States with respect to tariff barriers. In the spirit of cooperation, USTR and Panamanian negotiators have made tremendous progress and have resolved virtually all of the issues raised by Panama's accession. One final issue remains: Panama's import duties on beer.

Panama, which has already made very major concessions to the U.S. on numerous other issues, is prepared to dramatically reduce its import duty from 90 percent to 35 percent over a reasonable period of time.

Hogan & Hartson represents Cervecerias del Barú, one of Panama's major beer companies. We have prepared the attached memorandum summarizing research comparing Panama's import duty on beer with that of its neighboring countries. As you can see, Panama's willingness to reduce its WTO bound duty to 35 percent compares favorably with tariffs and other import requirements in Central and Latin America.

The government of Panama feels that it has already made good faith concessions on this and other issues. It is not prepared to reduce its import duty on beer below 35 percent, which is clearly a fair standard based upon regional levels.

HOGAN & HARTSON LLP

The Honorable Thomas F. McLarty III

October 4, 1995

Page Two

Reducing the tariff beyond this level would expose the Panamanian industry to serious injury and severe market disruption.

Any help you could offer in resolving this matter will be much appreciated by President Ernesto Perez Balladares, Ambassador Ricardo Alberto Arias, J.J. Vallarino, and many of your other friends in Panama. Joining the WTO represents a major step toward integrating Panama into the global trading system. Panama's proposed Protocol and Tariff Schedule would substantially expand market access for many U.S. products and companies, benefiting both nations.

Please call me if you have any questions. Thank you for any assistance you are able to provide.

Sincerely,

A handwritten signature in dark ink, appearing to read "Mike", written over the printed name.

Michael D. Barnes

MDB:jtc

Attachment - 4 pages

cc: His Excellency Ricardo Alberto Arias

M E M O R A N D U M

September 28, 1995

**TO: His Excellency Ricardo Alberto Arias
Embassy of the Republic of Panama**

FROM: Michael D. Barnes

RE: Response to U.S. Demand concerning Panamanian Tariff on Beer

SUMMARY

In connection with Panama's effort to accede to the World Trade Organization ("WTO"), the United States has taken the position that Panama must reduce its import tariff on beer to 20 percent. This demand is unrealistic in comparison to the tariffs that other nations, including WTO Members, apply to imported beer. Panama's proposal, a 35 percent tariff, is consistent with the WTO commitments of other Latin American countries.

DISCUSSION

Reducing Panama's tariff on beer to 20 percent would far exceed the Uruguay Round commitments of other Latin American nations. Attached is a chart that identifies the current tariffs, import fees, and Uruguay Round bound tariff rates that apply to beer imported into 12 Latin American countries. The *lowest* WTO bound tariff rate in this sample is 35 percent. The Dominican Republic's post Uruguay Round bound rate is 150 percent; Costa Rica's bound rate is 55 percent in 1995 with reductions to 45 percent phased in by 2004. Accordingly, the U.S. demand that Panama reduce its beer tariff to 20 percent to join the WTO is far more stringent than the obligations of other nations in the region.

In arguing for a 20 percent tariff, the United States relies on a chart from a 1994 Department of Commerce Study regarding market access for U.S. beer in 27 countries. ^{1/} The chart inaccurately suggests that Panama's current tariff on

^{1/} "Market Access U.S. Beer in 27 International Markets," Department of Commerce, International Trade Administration, Office of Consumer Goods, p. 3 (March 1995).

beer is out of line with its neighbors' tariffs. First, the chart indicates that Costa Rica's tariff on beer is less than 20 percent. According to the Department of Commerce's own information, however, Costa Rica's tariff on beer was reduced from 72.827 percent prior to the Uruguay Round to 55 percent in 1995. ^{2/} Similarly, the chart indicates that Argentina's applied tariff on beer is ten percent, however U.S. trade officials state that Argentina's current applied tariff is 20 percent. Second, the chart does not reflect import and other fees that apply in addition to tariffs. For example, the entry for Argentina apparently excludes a Statistics Fee, Port Costs, and other fees that add 18 percent to the total charges on imported beer. ^{3/} Finally, the chart does not reflect the application of internal taxes based on CIF plus tariff and other import fees, which effectively increases the tariff that applies to imported beer.

The U.S. demand also exceeds the applied tariffs and Uruguay Round commitments of WTO Members in other regions. As described by the Department of Commerce, "Asian beer tariffs are higher than in Latin America." ^{4/} Singapore, the Philippines, and Thailand impose tariffs of 147 percent, 50 percent, and 60 percent respectively. China, which actively is pursuing WTO accession, agreed to reduce its 120 percent tariff on beer (among the highest in the world, according to the Department of Commerce) to 100 percent by the year 2004. ^{5/} India restricts the importation of beer and agreed to adopt a 150 percent bound tariff rate by the year 2001. ^{6/} Panama's proposed 35 percent tariff on beer would represent a substantial concession in comparison to these tariffs.

For all of these reasons, the U.S. demand that Panama adopt a 20 percent bound tariff rate on beer is unreasonable.

Attachment

^{2/} Id. at 26.

^{3/} Id. at 10.

^{4/} Id. at 5.

^{5/} Id.

^{6/} Id. at 106.

Tariffs and Taxes on Imported Beer

| Country | WTO Bound Rate | Applied Tariff Rate (can be raised to WTO rate at any time) | Fees | Domestic Taxes |
|--------------------|--|--|---|--|
| Argentina | 35% ** | 20% * | Statistics fee: 10% ** Port costs/fees: 8% | VAT, Advanced VAT, Profits Tax and Excise Tax apply to CIF + tariff + port costs |
| Belize * | | \$12 per gal. | | 14% Stamp tax variable revenue replacement duty |
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* Confirmed by U.S. Government

** DOC Market Access Study

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| Peru * | | 15% | | VAT (18%) applies to CIF + tariff |
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* Confirmed by U.S. Government
** DOC Market Access Study

HOGAN & HARTSON
L.L.P.

MICHAEL D. BARNES
PARTNER
DIRECT DIAL (202) 637-5095

COLUMBIA SQUARE
555 THIRTEENTH STREET, NW
WASHINGTON, DC 20004-1109
TEL (202) 637-5600
FAX (202) 637-5910

October 4, 1995

VIA TELEFAX: 202-395-3911

The Honorable Michael Kantor
U.S. Trade Representative
600 - 17th Street, N.W.
Washington, D.C. 20506

Re: Panama

Dear Mickey:

As you know, Panama is in the final stages of negotiating its accession to membership in the World Trade Organization. As part of this process, Panama has engaged in bilateral negotiations with the United States with respect to tariff barriers. In the spirit of cooperation, USTR and Panamanian negotiators have made tremendous progress and have resolved virtually all of the issues raised by Panama's accession. One final issue remains: Panama's import duties on beer.

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HOGAN & HARTSON LLP
The Honorable Michael Kantor
October 4, 1995
Page Two

Reducing the tariff beyond this level would expose the Panamanian industry to serious injury and severe market disruption.

Any help you could offer in resolving this matter will be much appreciated by President Ernesto Perez Balladares, Ambassador Ricardo Alberto Arias, J.J. Vallarino, and many of your other friends in Panama. Joining the WTO represents a major step toward integrating Panama into the global trading system. Panama's proposed Protocol and Tariff Schedule would substantially expand market access for many U.S. products and companies, benefiting both nations.

Please call me if you have any questions. Thank you for any assistance you are able to provide.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike", written in a cursive style.

Michael D. Barnes

MDB:jtc

Attachment - 4 pages

cc: His Excellency Ricardo Alberto Arias

M E M O R A N D U M

September 28, 1995

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Attachment

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Tariffs and Taxes on Imported Beer

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| Costa Rica ** | 55% 45% by 2004 | 55% | | Real Custom Duty, Consumer Tax, Surcharge, and Sales Tax apply to CIF + tariff |
| Dominican Republic | 150%* (Implementation period 1995-2001) | 30%** | | Industrialized Goods and Services Tax applies to CIF + tariff |
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|-------------|----------------|--|-------------------------|-------------------------------------|
| Guatemala * | 35% | 20% | | VAT (7%) applies to CIF + tariff |
| Honduras * | 35% | 20% | Customs Fee 3% | VAT (7%) applies to CIF + tariff |
| Nicaragua * | 75% | 85% | | VAT applies to CIF + tariff |
| Peru * | | 15% | | VAT (18%) applies to CIF + tariff |
| Venezuela * | 50% ** | 20% | Customs Handling fee 1% | VAT (12.5%) applies to CIF + tariff |

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HOGAN & HARTSON
L.L.P.

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October 4, 1995

VIA TELEFAX: 703-695-1525

The Honorable Joe R. Reeder
Under Secretary of the Army
U.S. Department of the Army
The Pentagon
Washington, D.C. 20310

Re: Panama

Dear Joe:

As you know, Panama is in the final stages of negotiating its accession to membership in the World Trade Organization. As part of this process, Panama has engaged in bilateral negotiations with the United States with respect to tariff barriers. In the spirit of cooperation, USTR and Panamanian negotiators have made tremendous progress and have resolved virtually all of the issues raised by Panama's accession. One final issue remains: Panama's import duties on beer.

Panama, which has already made very major concessions to the U.S. on numerous other issues, is prepared to dramatically reduce its import duty from 90 percent to 35 percent over a reasonable period of time.

Hogan & Hartson represents Cervecerias del Barú, one of Panama's major beer companies. We have prepared the attached memorandum summarizing research comparing Panama's import duty on beer with that of its neighboring countries. As you can see, Panama's willingness to reduce its WTO bound duty to 35 percent compares favorably with tariffs and other import requirements in Central and Latin America.

The government of Panama feels that it has already made good faith concessions on this and other issues. It is not prepared to reduce its import duty on beer below 35 percent, which is clearly a fair standard based upon regional levels.

HOGAN & HARTSON L.L.P.

The Honorable Joe R. Reeder

October 4, 1995

Page Two

Reducing the tariff beyond this level would expose the Panamanian industry to serious injury and severe market disruption.

Any help you could offer in resolving this matter will be much appreciated by President Ernesto Perez Balladares, Ambassador Ricardo Alberto Arias, J.J. Vallarino, and many of your other friends in Panama. Joining the WTO represents a major step toward integrating Panama into the global trading system. Panama's proposed Protocol and Tariff Schedule would substantially expand market access for many U.S. products and companies, benefiting both nations.

Please call me if you have any questions. Thank you for any assistance you are able to provide.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike", written over the printed name.

Michael D. Barnes

MDB:jtc

Attachment - 4 pages

cc: His Excellency Ricardo Alberto Arias

MEMORANDUM

September 28, 1995

TO: His Excellency Ricardo Alberto Arias
Embassy of the Republic of Panama

FROM: Michael D. Barnes

RE: Response to U.S. Demand concerning Panamanian Tariff on Beer

SUMMARY

In connection with Panama's effort to accede to the World Trade Organization ("WTO"), the United States has taken the position that Panama must reduce its import tariff on beer to 20 percent. This demand is unrealistic in comparison to the tariffs that other nations, including WTO Members, apply to imported beer. Panama's proposal, a 35 percent tariff, is consistent with the WTO commitments of other Latin American countries.

DISCUSSION

Reducing Panama's tariff on beer to 20 percent would far exceed the Uruguay Round commitments of other Latin American nations. Attached is a chart that identifies the current tariffs, import fees, and Uruguay Round bound tariff rates that apply to beer imported into 12 Latin American countries. The *lowest* WTO bound tariff rate in this sample is 35 percent. The Dominican Republic's post Uruguay Round bound rate is 150 percent; Costa Rica's bound rate is 55 percent in 1995 with reductions to 45 percent phased in by 2004. Accordingly, the U.S. demand that Panama reduce its beer tariff to 20 percent to join the WTO is far more stringent than the obligations of other nations in the region.

In arguing for a 20 percent tariff, the United States relies on a chart from a 1994 Department of Commerce Study regarding market access for U.S. beer in 27 countries. ^{1/} The chart inaccurately suggests that Panama's current tariff on

^{1/} "Market Access U.S. Beer in 27 International Markets," Department of Commerce, International Trade Administration, Office of Consumer Goods, p. 3 (March 1995).

beer is out of line with its neighbors' tariffs. First, the chart indicates that Costa Rica's tariff on beer is less than 20 percent. According to the Department of Commerce's own information, however, Costa Rica's tariff on beer was reduced from 72.827 percent prior to the Uruguay Round to 55 percent in 1995. ^{2/} Similarly, the chart indicates that Argentina's applied tariff on beer is ten percent, however U.S. trade officials state that Argentina's current applied tariff is 20 percent. Second, the chart does not reflect import and other fees that apply in addition to tariffs. For example, the entry for Argentina apparently excludes a Statistics Fee, Port Costs, and other fees that add 18 percent to the total charges on imported beer. ^{3/} Finally, the chart does not reflect the application of internal taxes based on CIF plus tariff and other import fees, which effectively increases the tariff that applies to imported beer.

The U.S. demand also exceeds the applied tariffs and Uruguay Round commitments of WTO Members in other regions. As described by the Department of Commerce, "Asian beer tariffs are higher than in Latin America." ^{4/} Singapore, the Philippines, and Thailand impose tariffs of 147 percent, 50 percent, and 60 percent respectively. China, which actively is pursuing WTO accession, agreed to reduce its 120 percent tariff on beer (among the highest in the world, according to the Department of Commerce) to 100 percent by the year 2004. ^{5/} India restricts the importation of beer and agreed to adopt a 150 percent bound tariff rate by the year 2001. ^{6/} Panama's proposed 35 percent tariff on beer would represent a substantial concession in comparison to these tariffs.

For all of these reasons, the U.S. demand that Panama adopt a 20 percent bound tariff rate on beer is unreasonable.

Attachment

^{2/} Id. at 26.

^{3/} Id. at 10.

^{4/} Id. at 5.

^{5/} Id.

^{6/} Id. at 106.

Tariffs and Taxes on Imported Beer

| Country | WTO Bound Rate | Applied Tariff Rate (can be raised to WTO rate at any time) | Fees | Domestic Taxes |
|-----------------------|---|--|--|---|
| Argentina | 35% ** | 20% * | Statistics fee: 10% ** Port costs/fees: 8% | VAT, Advanced VAT, Profits Tax and Excise Tax apply to CIF + tariff + port costs |
| Belize * | | \$12 per gal. | | 14% Stamp tax variable revenue replacement duty |
| Brazil | 35% ** | 20% * | Syndicate fee: 2% ** Brokerage fees: 1% Port tax 3% Warehouse tax: 1% Merchant Marine Renewal tax. 25% (of ocean freight charges) | Industrial Products Tax (80%) and Merchandising Circulation Tax (18%) apply to CIF + tariff. Import license required. |
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